The College Placement Council 62 Highland Avenue / Bethlehem, PA 18017

The national association for career planning, placement, and recruitment

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CPC Salary Survey

REGIONAL Interim Report No. 2, March 1984

SOUTHERN REGION (SCPA)

Alabama A & M University
Auburn University
Clemson University
Duke University
Duke University - Fuqua School of Business
Florida A & M University
Georgia Institute of Technology
University of Georgia
Jackson State University
University of Kentucky
Mary Washington College
Memphis State University
Mississippi State University
University of Mississippi
North Carolina A & T State University
University of North Carolina - Chapel Hill
University of North Carolina - Greensboro
Prairie View A & M University
South Carolina State College
University of South Florida
Tennessee State University
University of Tennessee - Knoxville
Tulane University
Vanderbilt University
Vanderbilt University - Owen Graduate School of Management
Virginia Polytechnic Institute and State University
University of Virginia
University of Virginia - Colgate Darden Graduate School of Business
Wake Forest University
Wake Forest University - Babcock Graduate School of Management

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The 187 placement offices at the 162 colleges and universities that participate in the *Salary Survey* are divided into seven geographic regions. The placement offices listed comprise the Southern region.

The data are based on salary offers made to students graduating between September 1, 1983, and August 31, 1984. Tables on pages 2 through 5 list data on both regional and national levels for the interim period (February 4 through March 2) and cumulatively (September 1 through March 2). The block tables contain data for the interim period only.

SCOPE AND NATURE OF THE SURVEY

The scope, nature, and coverage of the CPC *Salary Survey* are particularly important to the interpretation and proper use of the statistics.

Offers are reported from employing organizations in business, industry, government, and non-profit and educational organizations. The offers are base starting salary offers and do not include fringe benefits or overtime. The data cover a broad range of functional positions, except teaching. Confidentiality is maintained for the individual, the college, and the employer.

The *Survey* reports offers, not acceptances, with no limit on the number of offers per student. Therefore, offers in the study cannot be equated with actual hires, and when the economic climate changes substantially, the ratio of offers to hires usually changes also, making comparison with other years no longer valid. In those categories where offers are relatively few, the data should be regarded only as an indication.

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 2/4/84 THROUGH 3/2/84							CUMULATIVE PERIOD 9/1/83 THROUGH 3/2/84						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
BUSINESS														
Accounting	96	1052	$1643	$1630	$1792	$1626	$1500	273	3454	$1584	$1622	$1750	$1600	$1400
Business—General (incl. Mgmt.)	46	313	1448	1532	1950	1417	1083	135	1385	1435	1504	1850	1458	1000
Marketing & Distribution	12	113	1490	1464	*	*	*	39	394	1469	1468	1800	1500	1167
HUMANITIES & SOCIAL SCIENCES														
Humanities	8	26	1231	1304	*	*	*	30	153	1218	1339	1725	1164	834
Economics[2]	3	20	1694	1554	*	*	*	15	87	1392	1443	*	*	*
Other Social Sciences	9	44	1323	1217	*	*	*	22	267	1259	1310	1500	1277	916
ENGINEERING														
Aeronautical	4	26	1987	2054	*	*	*	6	142	2030	2121	*	*	*
Chemical	25	282	2316	2314	2515	2333	1916	62	629	2281	2273	2500	2317	2066
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	10	58	1821	1855	*	*	*	39	415	1918	1883	2400	1825	1449
Electrical (incl. Computer Engrg.)	69	834	2145	2206	2400	2200	1750	217	3053	2123	2175	2400	2175	1750
Geological	1	13	1139	2022	*	*	*	1	26	1138	1988	*	*	*
Industrial	6	104	2266	2126	*	*	*	19	340	2170	2105	*	*	*
Mechanical	49	519	2126	2198	2300	2150	1796	135	1642	2133	2173	2400	2170	1794
Metallurgical (incl. Metallurgy & Ceramic Engrg.)	2	29	2300	2238	*	*	*	5	93	2166	2197	*	*	*
Mining	+	3	+	2391				+	22	+	1947			
Nuclear (incl. Engrg. Physics)	+	9	+	2248				1	26	2210	2214	*	*	*
Petroleum	+	41	+	2474				6	179	2311	2528	*	*	*
Engineering Technology	3	59	1926	2037	*	*	*	11	339	1845	2061	*	*	*
SCIENCES														
Agricultural Sciences	5	16	1530	1366	*	*	*	6	121	1637	1402	*	*	*
Biological Sciences	+	5	+	1140				2	30	1304	1388	*	*	*
Chemistry	+	8	+	2029				+	48	+	1761			
Computer Science	45	384	1983	2024	2250	2000	1533	105	1137	1929	2004	2250	1978	1500
Health (Medical) Professions	8	22	1736	1693	*	*	*	54	162	1312	1596	1800	1290	1000
Mathematics	3	31	1640	1958	*	*	*	16	92	1664	1926	*	*	*
Other Physical & Earth Sciences	1	8	2350	2032	*	*	*	4	74	1684	1816	*	*	*
Totals	405	4019						1223	14510					

[1] Percentiles are computed on regional data.
[2] Includes economics programs with both business and social science orientation.
* Not computed for fewer than 20 offers.
+ No offers reported.

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Bachelor's Degree Candidates

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 2/4/84 THROUGH 3/2/84							CUMULATIVE PERIOD 9/1/83 THROUGH 3/2/84						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
Accounting/Auditing	96	1055	$1640	$1627	$1792	$1625	$1500	278	3455	$1585	$1619	$1748	$1600	$1416
Business Administration	12	152	1487	1534	*	*	*	62	654	1487	1499	1850	1500	1038
Communications	3	17	1368	1693	*	*	*	13	85	1323	1516	*	*	*
Community & Service Orgs. Work	1	10	875	1154	*	*	*	10	72	1018	1343	*	*	*
EDP-Programming/Systems	33	395	1924	2017	2250	2050	1449	89	1241	1874	1996	2250	1917	1425
Engineering	161	1844	2153	2210	2400	2200	1794	474	6400	2127	2168	2400	2195	1785
Farm & Natural Resources Mgmt.	1	6	2040	1546	*	*	*	1	38	2040	1347	*	*	*
Finance & Economics	12	76	1651	1536	*	*	*	21	303	1389	1523	1950	1389	900
Health (Medical) Services	7	28	1758	1545	*	*	*	52	184	1309	1543	1800	1290	1000
Manufacturing &/or Industrial Oprs.	22	82	1875	1973	2200	1951	1416	41	324	1920	1991	2325	2000	1336
Mathematics/Statistics	2	21	1771	1899	*	*	*	17	74	1722	1844	*	*	*
Merchandising/Sales Promotion	6	88	1234	1365	*	*	*	20	521	1262	1373	1500	1225	1000
Personnel/Employee Relations	10	29	1394	1502	*	*	*	18	86	1371	1440	*	*	*
Research—Non-Scientific	2	13	1750	1623	*	*	*	9	67	1802	1715	*	*	*
Research—Scientific	6	44	1712	2032	*	*	*	13	206	1733	1916	*	*	*
Rotational Training—Non-Technical	12	36	1190	1491	*	*	*	26	195	1195	1380	1500	1184	1000
Rotational Training—Technical	+	20	+	2122				4	97	1971	2066	*	*	*
Sales—Non-Technical Degree	18	95	1548	1572	*	*	*	72	458	1504	1493	1800	1550	1166
Sales—Technical/Scientific Degree	1	8	1950	2080	*	*	*	3	50	1753	1823	*	*	*
Totals	405	4019						1223	14510					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Master's Degree Candidates
Inexperienced
(One Year Or Less Of Full Time, Non-Military Employment)

GRADUATE PROGRAM	INTERIM PERIOD 2/4/84 THROUGH 3/2/84							CUMULATIVE PERIOD 9/1/83 THROUGH 3/2/84						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[1]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
BUSINESS														
Accounting	18	41	$1839	$1876	*	*	*	22	314	$1835	$1924	$1971	$1854	$1667
MBA (Non-Technical Undergraduate)	39	142	2172	2370	$2708	$2083	$1667	57	449	2095	2116	2625	2000	1667
MBA (Technical Undergraduate)	10	42	2458	2682	*	*	*	15	89	2373	2434	*	*	*
MS-Business (incl Mgmt., Mktg., Finance, etc.)	+	13	+	2054				4	87	1674	2032	*	*	*
Industrial Mgmt. (incl. Industrial Admin.)	1	2	2000	2250	*	*	*	2	18	1750	2102	*	*	*
Administration (incl. Public, Hospital, etc.)	+	+	+	+				2	12	1288	1768	*	*	*
HUMANITIES & SOCIAL SCIENCES														
Humanities	+	2	+	1250				1	14	1200	1344	*	*	*
Social Sciences	1	3	1433	1308	*	*	*	3	33	1211	1595	*	*	*
ENGINEERING														
Chemical	6	33	2508	2548	*	*	*	10	78	2488	2502	*	*	*
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	2	8	2149	2175	*	*	*	2	54	2149	2251	*	*	*
Electrical (incl. Computer Engrg.)	6	91	2517	2592	*	*	*	11	267	2428	2537	*	*	*
Industrial	1	11	2592	2457	*	*	*	1	45	2592	2464	*	*	*
Mechanical	4	73	2441	2556	*	*	*	4	186	2441	2510	*	*	*
Nuclear (incl. Engrg. Physics)	1	5	2900	2538	*	*	*	2	11	2701	2511	*	*	*
SCIENCES														
Chemistry	+	7	+	2443				4	21	2257	2198	*	*	*
Computer Science	3	58	2711	2478	*	*	*	7	155	2374	2451	*	*	*
Geology & Related Geological Sciences	1	11	2680	2365	*	*	*	2	28	2568	2323	*	*	*
Mathematics	3	8	2583	2518	*	*	*	3	15	2583	2301	*	*	*
Metallurgy (incl. Met. Engrg., Materials Engrg./ Science, & Ceramics)	+	4	+	2477				2	21	2350	2464	*	*	*
Totals	96	554						154	1897					

[1] Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

(Data Combined For Men and Women)

AVERAGE MONTHLY SALARY OFFERS

Master's Degree Candidates—Experienced[1]

GRADUATE PROGRAM	INTERIM PERIOD 2/4/84 THROUGH 3/2/84							CUMULATIVE PERIOD 9/1/83 THROUGH 3/2/84						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[2]			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES[2]		
	Regional	National	Regional	National	90th	50th	10th	Regional	National	Regional	National	90th	50th	10th
Over 1 to 2 years														
MBA - Non-Tech Undergraduate	4	43	$2867	$2735	*	*	*	10	113	$2272	$2399	*	*	*
MBA - Tech Undergraduate	3	17	2931	2872	*	*	*	4	27	2708	2689	*	*	*
Over 2 to 4 years														
MBA - Non-Tech Undergraduate	7	44	2906	2856	*	*	*	11	87	2713	2577	*	*	*
MBA - Tech Undergraduate	3	11	2694	2970	*	*	*	8	21	2562	2689	*	*	*
Over 4 years														
MBA - Non-Tech Undergraduate	2	49	2813	2797	*	*	*	7	103	2228	2641	*	*	*
MBA - Tech Undergraduate	+	13	+	2902				1	16	1750	2858	*	*	*
Totals	19	177						41	367					

DOCTORAL DEGREE CANDIDATES

ENGINEERING														
Chemical	+	11	+	$3261				+	31	+	$3201			
Civil (incl. Construction, Sanitary, & Transportation Engrg.)	+	2	+	3583				+	5	+	3195			
Electrical (incl. Computer Engrg.)	1	13	$3492	3332	*	*	*	2	42	$3446	3247	*	*	*
Mechanical	+	5	+	3240				+	11	+	3162			
SCIENCES														
Chemistry	+	27	+	2932				+	54	+	2880			
Mathematics (incl. Oprs. Research, Statistics, & Actuarial Science)	1	4	1788	2499	*	*	*	3	9	2707	2939	*	*	*
Metallurgy (incl. Met. Engrg., Materials Engrg. / Science, & Ceramics)	+	3	+	3330				+	4	+	3365			
Physics	+	5	+	3372				+	15	+	3006			
Totals	2	70						5	171					

[1] Years of previous full-time, non-military employment
[2] Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

AVERAGE MONTHLY SALARY OFFERS — MARCH 1984 SCPA REGIONAL INTERIM REPORT NUMBER 2

BY CURRICULUM & EMPLOYER — INTERIM PERIOD 2/4/84 THROUGH 3/2/84 — PART 1 - PAGE 1

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO, MECH-EQPT		BLDG MATERIAL	
ACCOUNTING	1632 1750 1500	78	1748	1			1942	2				
BUSINESS - GENERAL	1649	6	1413	7	1191	13	2052	2	1583	1		
MARKETING/DISTRIBUTN					1424	7						
HUMANITIES					1143	4	1725	1				
ECONOMICS												
OTHR SOCIAL SCIENCES					1302	4						

AVERAGE MONTHLY SALARY OFFERS — MARCH 1984 SCPA REGIONAL INTERIM REPORT NUMBER 2

BY CURRICULUM & EMPLOYER — INTERIM PERIOD 2/4/84 THROUGH 3/2/84 — PART 1 - PAGE 2

CURRICULUM	ACCTG-PUBLIC	BANK-FINANCE	MERCHANDSNG	AERO-ELECTRNC	AUTO, MECH-EQPT	BLDG MATERIAL
AERONAUTICAL				2574 1		
CHEMICAL					1916 1	
CIVIL -CNSTR/SAN/TRP				1755 1		
ELECTRICAL -COMPTR				2296 34 2450 2150	1895 2	1667 1
GEOLOGICAL						
INDUSTRIAL				2261 3		2230 1
MECHANICAL				2165 13	2083 2	
METALLURGICAL						
MINING						
NUCLEAR -ENGRG PHYS						
PETROLEUM -NATL GAS						
ENGINEERING TECH					1932 2	

AVERAGE MONTHLY SALARY OFFERS — MARCH 1984 SCPA REGIONAL INTERIM REPORT NUMBER 2

BY CURRICULUM & EMPLOYER — INTERIM PERIOD 2/4/84 THROUGH 3/2/84 — PART 1 - PAGE 3

CURRICULUM	ACCTG-PUBLIC	BANK-FINANCE	MERCHANDSNG	AERO-ELECTRNC	AUTO, MECH-EQPT	BLDG MATERIAL
AGRICULTURL SCIENCES						
BIOLOGICAL SCIENCES						
CHEMISTRY						
COMPUTER SCIENCE	1666 1	1853 3	1417 1	2106 15	2124 5	
HEALTH (MED) PROFSNS						
MATHEMATICS						
OTHR PHYSCL/EARTH SC						

AVERAGE MONTHLY SALARY OFFERS — MARCH 1984 SCPA REGIONAL INTERIM REPORT NUMBER 2

BY CURRICULUM & EMPLOYER — INTERIM PERIOD 2/4/84 THROUGH 3/2/84 — PART 2 - PAGE 1

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
ACCOUNTING	1653	5	1873	2	1688	4					1629	2
BUSINESS - GENERAL	1664	3	1200	1	1790	6	1800	1				
MARKETING/DISTRIBUTN	1750	2					1750	1				
HUMANITIES	1223	1										
ECONOMICS	1854	2			1375	1						
OTHR SOCIAL SCIENCES												

AVERAGE MONTHLY SALARY OFFERS — MARCH 1984 SCPA REGIONAL INTERIM REPORT NUMBER 2
BY CURRICULUM & EMPLOYER — INTERIM PERIOD 2/4/84 THROUGH 3/2/84 — PART 2 - PAGE 2

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
AERONAUTICAL												
CHEMICAL	2334	11	2208	1	2333	1	2309	5			2383	5
CIVIL -CNSTR/SAN/TRP											2240	1
ELECTRICAL -COMPTR	2200	1	2135	4			2208	3	2342	2	1026	1
GEOLOGICAL												
INDUSTRIAL					2291	1	2292	1				
MECHANICAL	2184	11	2140	3					2117	4		
METALLURGICAL									2300	2		
MINING												
NUCLEAR -ENGRG PHYS												
PETROLEUM -NATL GAS												
ENGINEERING TECH												

AVERAGE MONTHLY SALARY OFFERS — MARCH 1984 SCPA REGIONAL INTERIM REPORT NUMBER 2

BY CURRICULUM & EMPLOYER — INTERIM PERIOD 2/4/84 THROUGH 3/2/84 — PART 2 - PAGE 3

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
AGRICULTURL SCIENCES	2040	1									1585	2
BIOLOGICAL SCIENCES												
CHEMISTRY												
COMPUTER SCIENCE	2153	4	2000	1	2200	1					1973	5
HEALTH (MED) PROFSNS	2000	1										
MATHEMATICS												
OTHR PHYSCL/EARTH SC											2350	1

AVERAGE MONTHLY SALARY OFFERS MARCH 1984 SCPA REGIONAL INTERIM REPORT NUMBER 2

BY CURRICULUM & EMPLOYER INTERIM PERIOD 2/4/84 THROUGH 3/2/84 PART 3 - PAGE 1

CURRICULUM	RESRCH/CONSLT	TIRE-RUBBER	UTLTIES-PUBLC	GOVT-FEDERAL	GOVT-LCL/STATE	NON-PROFIT ORG
ACCOUNTING			1626 1		1208 1	
BUSINESS - GENERAL				1206 3	1000 1	1152 2
MARKETING/DISTRIBUTN			1334 2			
HUMANITIES					1119 1	1209 1
ECONOMICS						
OTHR SOCIAL SCIENCES			1481 2	1431 2	875 1	

AVERAGE MONTHLY SALARY OFFERS — MARCH 1984 SCPA REGIONAL INTERIM REPORT NUMBER 2

BY CURRICULUM & EMPLOYER — INTERIM PERIOD 2/4/84 THROUGH 3/2/84 — PART 3 - PAGE 2

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
AERONAUTICAL							1791	3				
CHEMICAL			2300	1								
CIVIL -CNSTR/SAN/TRP	1790	3			1731	4	1916	1				
ELECTRICAL -COMPTR	2258	1			2122	12	1713	8				
GEOLOGICAL							1138	1				
INDUSTRIAL												
MECHANICAL	2100	1			2282	8	1799	7				
METALLURGICAL												
MINING												
NUCLEAR -ENGRG PHYS												
PETROLEUM -NATL GAS												
ENGINEERING TECH					1916	1						

AVERAGE MONTHLY SALARY OFFERS — MARCH 1984 SCPA REGIONAL INTERIM REPORT NUMBER 2

BY CURRICULUM & EMPLOYER — INTERIM PERIOD 2/4/84 THROUGH 3/2/84 — PART 3 - PAGE 3

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
AGRICULTURL SCIENCES							1222	2				
BIOLOGICAL SCIENCES												
CHEMISTRY												
COMPUTER SCIENCE	2083	1			1714	3	1693	5				
HEALTH (MED) PROFSNS											1699	7
MATHEMATICS							1640	3				
OTHR PHYSCL/EARTH SC												

AVERAGE MONTHLY SALARY OFFERS TO MBA CANDIDATES MARCH 1984 SCPA REGIONAL INTERIM REPORT NUMBER 2

BY TECHNICAL/NON-TECHNICAL CURRICULUM & EMPLOYER PART 1 INTERIM PERIOD 2/4/84 THROUGH 3/2/84

CURRICULUM	ACCTG-PUBLIC		BANK-FINANCE		MERCHANDSNG		AERO-ELECTRNC		AUTO, MECH-EQPT		BLDG MATERIAL	
MBA - NON-TECHNICAL	1993	12	2680	8	1983	7	2083	1			2136	3
MBA - TECHNICAL	2128	3	3063	2			2500	1	2300	1		

BY TECHNICAL/NON-TECHNICAL CURRICULUM & EMPLOYER PART 2 INTERIM PERIOD 2/4/84 THROUGH 3/2/84

CURRICULUM	CHEMCLS-DRUG		ELECTRL MAC		FOOD-BEVERAGE		GLASS-PAPER		METALS/PRODS		PETRO/ALLIED	
MBA - NON-TECHNICAL	2313	2			1834	2					2375	1
MBA - TECHNICAL	2350	1			2475	1					2450	1

BY TECHNICAL/NON-TECHNICAL CURRICULUM & EMPLOYER PART 3 INTERIM PERIOD 2/4/84 THROUGH 3/2/84

CURRICULUM	RESRCH/CONSLT		TIRE-RUBBER		UTLTIES-PUBLC		GOVT-FEDERAL		GOVT-LCL/STATE		NON-PROFIT ORG	
MBA - NON-TECHNICAL	2159	2			2000	1						
MBA - TECHNICAL												